

## Message Text

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21

ORIGIN COME-00

INFO OCT-01 AF-08 ISO-00 EB-07 /016 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF

APPROVED BY EB/OCA/CM:BEBYRON

COM/BIC/OED/MEPD:JRHEAGEN

COM/BIC/OIM INFO

EB/OCA/CM:EPRATER

AF/W:ELOLLIS

B/OCA/CM/ECPRATER

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P 100309Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: MAJOR PROJECT: PETROCHEMICALS COMPLEX

R-F: A) LAGOS 8949, B) USDOC 12619

1. GREATLY APPRECIATE EMBASSY'S PROMPT REPLY REF A. MR. HATFIELD OF B.F. GOODRICH NOW ADVISES THAT COMPANY RECEIVED TELEX FROM PERMIN REQUESTING REPRESENTATIVES BE PRESENT FOR DISCUSSIONS IN NIGERIA ON AUGUST 24. COMPANY HAS RESPONDED POSITIVELY, BUT HAS NOT YET RECEIVED ACKNOWLEDGMENT FROM MOI. MR. HATFIELD AND JOHN STROOPE PLANNING TO ARRIVE LAGOS AUGUST 23 FOR DISCUSSIONS ON AUG. 24-25. WOULD BE HELPFUL IF EMBASSY CAN CONFIRM THIS WITH OYCKAN.

2. B.F. GOODRICH CURRENTLY PROPOSING EQUITY PARTICIPATION ONLY IN PVC AND VCM FACILITIES, THOUGH OFFERING TO OPERATE OTHER FACILITIES INCLUDING GAS CRACKER AND  
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CHLORO ALKALI PLANT. THIS MAY BE OBSTACLE AND FIRM

INTERESTED IN OYCKAN'S PLAN TO COMBINE PARTNERS.  
HATFIELD VERY CONCERNED REGARDING STRONG COMPETITION  
EXPECTED, ESPECIALLY FROM BRITISH. COMPANY AWARE OF

SHELL CHEMICALS (LONDON) INTEREST AND BELIEVES SHELL  
MAY HAVE LEG UP BECAUSE OF CLOSE PROXIMITY TO CHEM  
SYSTEMS. HATFIELD MADE POINT THAT COMPANY WILL BE  
DEPENDING ON SUBSTANTIAL SUPPORT FROM EMBASSY/COMMERCE  
IN OBTAINING INFORMATION AND MAINTAINING CONTACT WITH  
NIGERIAN DECISION-MAKERS, ESPECIALLY UNTIL SUCH TIME  
AS COMPANY HAS LOCAL REPRESENTATION. HATFIELD WILL  
CONTACT EMBASSY DURING UPCOMING VISIT.  
ROBINSON

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Draft Date:** 10 AUG 1976  
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**Disposition Approved on Date:**  
**Disposition Authority:** coburnhl  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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